

Welcome to the [InSpeed Partner Program](#), a comprehensive collaboration designed to help InSpeed partners build and grow a long-term, profitable business. This guide will help you better understand the key components, requirements, and benefits of the program so you can maximize your return on investment with InSpeed. This document will be updated regularly based on your feedback as well as program enhancements and modifications. This and other partner documents can be found on the InSpeed Partner site at partner.inspeednetworks.com.

Partnering with InSpeed

InSpeed Networks is the leading supplier of SD-WAN solutions purpose-built for voice and video.

High quality voice calls, smooth video conferencing, and responsive applications are now possible over a WAN connection, even commodity broadband Internet. Easy to install, auto-calibrating, and inherently secure, InSpeed Quality Service introduces a new paradigm in WAN connectivity for single and multi-site businesses.

Improve Your Customers' Network Performance

- Working on top of your customers' existing network, InSpeed Quality Service constantly monitors traffic quality, dynamically adjusts to changing network conditions and manage throughputs.
- IQS prioritizes the more demanding traffic, such as voice and video conferencing, over less real-time sensitive packets, ensuring a quality customer experience all the time.

Provide Security and Business Continuity Cost Effectively

- The InSpeed Quality Service supports bi-directional, encrypted VPN tunnels that provide full VPN mesh connectivity without the complex configuration, management, and high cost of MPLS.
- By recommending multiple ISP connections, you can also give your customers full business continuity services.
- Because IQS provides professional quality with their existing broadband connection, they can avoid complicated solutions like MPLS—which typically costs one hundred times as much as traditional Internet and phone services.

Program Benefits

Create a **recurring revenue stream**, while getting a great partner experience tailored to your unique needs. We empower you with the tools to enable your success. Focus on InSpeed Networks solutions to generate rewards and incentives.

Valuable Assets Ensure Success

We continually invest in areas that enable our partners to succeed. At the [InSpeed Partner Portal](#), we offer:

- pricing & ordering tools
- sales material
- marketing material
- technical material
- training classes, schedules, and materials
- monthly newsletters

Partner Incentives and Benefits

Gain access to:

- Deal registration
- Promotions/SPIFFs
- Co-op Funds
- Market Development Funds
- InSpeed Lead Generation
- Partner Advisory Council

Increase Visibility into Customers' Network Issues

- Simple to install and provides superior network visibility.
- Your customers can easily identify sources of network congestion and service provider issues. Minimize finger-pointing and troubleshooting costs.
- Service calls decrease, your margins increase and customer satisfaction soars.

Partner Requirements and Benefits

Meeting and exceeding partner and customer expectations is critical for long-term profitability and customer retention. That starts with services that are reliable, solutions that fit your customer's needs and organizations that stand behind the service. InSpeed wants to ensure that each partner's experience is a good one and appropriate for their needs. As such, we have created a three-tiered program that provides different levels of requirements and benefits depending on where you are on the journey with InSpeed.



| InSpeed Partner Program Benefits | Elite <i>Accelerate Your Business</i> | Premier <i>Invest to earn rewards</i> | Select <i>Simple to Get Started</i> |
|--|--|--|--|
| Access to Partner Portal | √ | √ | √ |
| On-Going Partner Communications & Webinars | √ | √ | √ |
| Special Incentive / SPIFFs | √ | √ | √ |
| Discounts | Best | Better | Good |
| Deal Registration | √ | √ | √ |
| Eligible for Co-op Funds | √ | √ | |
| Eligible for Market Development Funds | √ | √ | |
| Take Part in our Lead Generation Program | √ | | |
| Eligible for Participation on Partner Advisory Council | √ | | |

| InSpeed Partner Program Requirements | Elite | Premier | Select |
|--------------------------------------|-------|---------|--------|
| Signed Partner Agreement | √ | √ | √ |
| Sales and Technical Trained Staff | 4/2 | 2/1 | 1/1 |
| "Not for Resale" Appliances | √ | \$ | \$ |
| Revenue Commitment | \$\$ | \$ | |
| Quarterly Sales Forecast | √ | √ | |
| Quarterly Business Reviews | √ | | |

InSpeed reserves the right to change the classification of any partner if they fail to meet the minimum requirements for any given program level.